



Global Economic Conditions' Effects on the Defence Industry

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Profile of CCC

- CCC is Canada's international contracting and procurement agency
- Facilitate trade between Canadian exporters and foreign governments
- Two main sectors of focus:
 - Defence
 - Emerging & Developing Markets
- Government-to Government Transactions:
 - Prime Contractor Service
 - Procurement Service
- CCC is Canada's Foreign Military Sales Organization
- Official contracting intermediary for over \$1.7 billion in defence goods and services in 2008-09
- Key relationship with U.S. DoD

- Global Defence Trends
 - Governments
 - Delaying capital projects
 - Re-examining defence spending
 - Re-assessing military budgets
 - Developing new defence strategies
 - Defence Firms
 - Industry consolidation through acquisitions
 - Shifting attention to civilian markets
 - Firms specializing in repair and overhaul continue to prosper
 - Protectionism
 - Governments' economic and security concerns are leading to protectionist-type outcomes in the global defence industry

- **Government Collaboration and Cooperation**
 - Increased integration with allied countries
 - Joint procurement opportunities
 - NATO
 - Like-minded nations collaborating to ensure common security concerns are met
- **Government Support**
 - Interdepartmental Support Systems for industry
 - i.e. CCC, DFAIT, EDC, Industry Canada
 - Investment in Industry
 - Policy frameworks that support Industry (i.e. IRB)

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